

SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT
1221 JERSEY CITY DIVISION

CALL CLASS	RETAIL ACCOUNTS	November 1995		QUARTER	
		ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	861	516	40.0	635	26.2
C12	1	1		1	
A24	111	27	75.6	40	63.9
C24	14	2	85.7	5	64.2
MONTHLY TOTAL	987	546	44.6	681	31.0
A04	1037	992	4.3	980	5.4
QUARTERLY TOTAL	1037	992	4.3	980	5.4
A00	188	114	39.3	106	43.6
C00	110	47	57.2	45	59.0
A01	499	482	3.4	481	3.6
Z99	1		100.0		100.0
TOTAL	2822	2181	22.7	2293	18.7

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SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1222 YONKERS DIVISION

CALL CLASS	RETAIL ACCOUNTS	November 1995		QUARTER	
		ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	863	71	91.7	164	80.9
C12	14		100.0		100.0
A24	135	5	96.2	8	94.0
C24	32		100.0	1	96.8
MONTHLY TOTAL	1044	76	92.7	173	83.4
A00	1613	1573	2.4	1526	5.3
C00	78	73	6.4	72	7.6
A01	122	88	27.8	69	43.4
N99	1	1		1	
TOTAL	2858	1811	36.6	1841	35.5

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SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT
1223 NASSAU DIVISION

CALL CLASS	November 1995			QUARTER	
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	632	95	84.9	150	76.2
C12	23	4	82.6	5	78.2
A24	204	10	95.0	15	92.6
C24	38	2	94.7	3	92.1
A52	1		100.0		100.0
B52	1	1		1	
MONTHLY TOTAL	899	112	87.5	174	80.6
A04	80	68	15.0	55	31.2
QUARTERLY TOTAL	80	68	15.0	55	31.2
A00	1404	1403		1366	2.7
C00	101	100	0.9	96	4.9
A01	60	58	3.3	57	5.0
N99	1	1		1	
TOTAL	2545	1742	31.5	1749	31.2

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SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1224 MANHATTAN DIVISION

CALL CLASS	November 1995			QUARTER	
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	970	227	76.5	335	65.4
C12	5	2	60.0	2	60.0
A24	178	24	86.5	29	83.7
C24	14		100.0		100.0
A52	5	3	40.0	3	40.0
MONTHLY TOTAL	1172	256	78.1	369	68.5
A04	40	31	22.5	30	25.0
B04	2	1	50.0	1	50.0
C04	2		100.0		100.0
QUARTERLY TOTAL	44	32	27.2	31	29.5
A00	1914	1894	1.0	1834	4.1
C00	37	32	13.5	32	13.5
A01	9	7	22.2	7	22.2
N99	1	1		1	
TOTAL	3177	2222	30.0	2274	28.4

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SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT
1225 BROOKLYN DIVISION

CALL CLASS	November 1995			QUARTER	
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	551	34	93.8	100	81.8
C12	4	4		4	
A24	226		100.0	5	97.7
B24	2		100.0		100.0
A52	3	1	66.6	1	66.6
MONTHLY TOTAL	786	39	95.0	110	86.0
A04	279	277	0.7	265	5.0
C04	11	10	9.0	10	9.0
QUARTERLY TOTAL	290	287	1.0	275	5.1
A00	2719	2602	4.3	2387	12.2
C00	2	2		1	50.0
TOTAL	3797	2930	22.8	2773	26.9

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SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT
1226 NORTH JERSEY DIVISION

CALL CLASS	RETAIL ACCOUNTS	November 1995		QUARTER	
		ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	1007	164	83.7	329	67.3
C12	2	1	50.0	1	50.0
A24	82	4	95.1	13	84.1
C24	15		100.0	2	86.6
A52	4	4		4	
MONTHLY TOTAL	1110	173	84.4	349	68.5
A04	1		100.0		100.0
QUARTERLY TOTAL	1		100.0		100.0
A00	157	77	50.9	69	56.0
C00	101	39	61.3	38	62.3
A01	1490	1438	3.4	1427	4.2
N99	1	1		1	
TOTAL	2860	1728	39.5	1884	34.1

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QUARTERLY HISTORICAL REPORT

1229 QUEENS DIVISION

CALL CLASS	November 1995			QUARTER	
	RETAIL ACCOUNTS	PERCENT ACCOUNTS NOT CONT CONTACTED	PERCENT CONTACTED	ACCOUNTS NOT CONT CONTACTED	PERCENT CONTACTED
A12	1331	712	46.5	986	25.9
C12	1		100.0	1	
A24	207	39	81.1	57	72.4
C24	6		100.0		100.0
A52	2		100.0	2	
MONTHLY TOTAL	1547	751	51.4	1046	32.3
A04	53	41	22.6	16	69.8
QUARTERLY TOTAL	53	41	22.6	16	69.8
A00	1212	1155	4.7	1146	5.4
C00	2	2		2	
A01	1549	1528	1.3	1518	2.0
TOTAL	4363	3477	20.3	3728	14.5

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SALES REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

12 NEW YORK METRO REGION

CALL CLASS	November 1995			QUARTER	
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	6215	1819	70.7	2699	56.5
C12	50	12	76.0	14	72.0
A24	1143	109	90.4	167	85.3
B24	2		100.0		100.0
C24	119	4	96.6	11	90.7
A52	15	8	46.6	10	33.3
B52	1	1		1	
MONTHLY TOTAL	7545	1953	74.1	2902	61.5
A04	1490	1409	5.4	1346	9.6
B04	2	1	50.0	1	50.0
C04	13	10	23.0	10	23.0
QUARTERLY TOTAL	1505	1420	5.6	1357	9.8
A00	9342	8952	4.1	8567	8.2
C00	431	295	31.5	286	33.6
A01	3732	3604	3.4	3562	4.5
N99	4	4		4	
Z99	1		100.0		100.0
TOTAL	22560	16228	28.0	16678	26.0

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RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT
1222 YONKERS DIVISION

CALL CLASS	RETAIL ACCOUNTS	November 1995		QUARTER	
		ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	1120	414	63.0	414	63.0
C12	101	58	42.5	58	42.5
A24	5		100.0		100.0
C24	29	5	82.7	5	82.7
MONTHLY TOTAL	1255	477	61.9	477	61.9
A04	1		100.0		100.0
QUARTERLY TOTAL	1		100.0		100.0
A00	3	1	66.6	1	66.6
C00	1		100.0		100.0
TOTAL	1260	478	62.0	478	62.0

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RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1223 NASSAU DIVISION

CALL CLASS	November 1995			QUARTER	
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	1167	567	51.4	567	51.4
C12	156	82	47.4	82	47.4
A24	27	4	85.1	4	85.1
C24	21	8	61.9	8	61.9
C52	5		100.0		100.0
MONTHLY TOTAL	1376	661	51.9	661	51.9
A04	58	13	77.5	13	77.5
C04	3		100.0		100.0
QUARTERLY TOTAL	61	13	78.6	13	78.6
A00	167	152	8.9	152	8.9
C00	7	7		7	
A01	2	2		2	
TOTAL	1613	835	48.2	835	48.2

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RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1226 NORTH JERSEY DIVISION

CALL CLASS	RETAIL ACCOUNTS	November 1995		QUARTER	
		ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	953	700	26.5	700	26.5
C12	155	96	38.0	96	38.0
A24	63	46	26.9	46	26.9
C24	60	42	30.0	42	30.0
MONTHLY TOTAL	1231	884	28.1	884	28.1
A04	180	104	42.2	104	42.2
C04	2	1	50.0	1	50.0
QUARTERLY TOTAL	182	105	42.3	105	42.3
A01	1	1		1	
TOTAL	1414	990	29.9	990	29.9

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RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

1229 QUEENS DIVISION

CALL CLASS	November 1995			QUARTER	
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	1367	719	47.4	719	47.4
C12	58	31	46.5	31	46.5
MONTHLY TOTAL	1425	750	47.3	750	47.3
A04	281	235	16.3	235	16.3
C04	1	1		1	
QUARTERLY TOTAL	282	236	16.3	236	16.3
A00	9	8	11.1	8	11.1
C00	1	1		1	
TOTAL	1717	995	42.0	995	42.0

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RETAIL REP. RESPONSIBILITY

QUARTERLY HISTORICAL REPORT

12 NEW YORK METRO REGION

CALL CLASS	November 1995			QUARTER	
	RETAIL ACCOUNTS	ACCOUNTS NOT CONT	PERCENT CONTACTED	ACCOUNTS NOT CONT	PERCENT CONTACTED
A12	4607	2400	47.9	2400	47.9
C12	470	267	43.1	267	43.1
A24	95	50	47.3	50	47.3
C24	110	55	50.0	55	50.0
C52	5		100.0		100.0
MONTHLY TOTAL	5287	2772	47.5	2772	47.5
A04	521	352	32.4	352	32.4
C04	6	2	66.6	2	66.6
QUARTERLY TOTAL	527	354	32.8	354	32.8
A00	179	161	10.0	161	10.0
C00	9	8	11.1	8	11.1
A01	4	4		4	
TOTAL	6006	3299	45.0	3299	45.0

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